



Hewlett-Packard Company
1100 New York Ave., NW
Suite 600 W
Washington, D.C. 20005
www.hp.com

John D. Hassell
Director, Federal and State
Government Affairs

202.378.2511 Tel
202.378.2550 Fax
john.hassell@hp.com

May 3, 2005

The Honorable William M. Thomas
Chairman, Committee on Ways and Means
U.S. House of Representatives, 1102 LHOB
Washington, D.C. 20515

Dear Mr. Chairman:

On behalf of the Hewlett-Packard Company, I am writing to express our support for immediate consideration and passage of the U.S.-Central America-Dominican Republic Free Trade Agreement (DR-CAFTA) with Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras and Nicaragua. Most products from these countries enter the United States market duty free; enactment of the DR-CAFTA will result in reciprocal treatment of U.S. products.

International trade is of critical importance to the Hewlett-Packard Company. Approximately 60% of the company's revenues result from sales of our products and services abroad. Expanding our access to the markets covered by the DR-CAFTA is a step in the right direction. Serving as a model for other free trade agreements, DR-CAFTA will enhance opportunities for the successful conclusion of the Free Trade Area of the Americas (FTAA) and the WTO's Doha Development Round.

In every respect, DR-CAFTA meets the requirements set out in the legislation granting Trade Promotion Authority (TPA) to President Bush. The provisions covering labor and environment matters set new precedents for future FTA's. HP and the rest of the Information Technology (IT) industry will benefit from the elimination of tariffs on IT products, the commitments made with respect to the liberalization of the provision of services, transparency in procurement and the modernization of customs procedures and practices.

In addition to the benefits to U.S. companies like HP that will result from the implementation of the Agreement, the DR-CAFTA will strengthen economic development programs in the region and thus deepen the routes of democracy that have been established there after many years of civil conflict.

In this context the Hewlett-Packard Company urges speedy consideration and passage of DR-CAFTA.

Sincerely,